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# news

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## MOVEMENT FROM CALIFORNIA, ANOTHER "UP" YEAR FOR NORTHWEST HIGHLIGHT 1991 UNITED VAN LINES MIGRATION PATTERNS STUDY

ST. LOUIS--For the second straight year, more people moved away from California than migrated into the state, according to the 15th annual migration patterns study conducted by United Van Lines. Most Northeast states continued to lose population, with Massachusetts experiencing its greatest out-migration in 13 years while the Northwest and Southwest remained attractive destinations for Americans on the move.

The newly released study is based on more than 172,000 household goods shipments serviced by United in the 48 contiguous United States and the District of Columbia through December 31, 1991. The findings were announced by United Executive Vice President James L. Wilson.

"Although overall migration patterns in 1991 remained fairly consistent with those of 1990," Wilson said, "some individual states experienced noticeable shifts. Apart from the movement to the Northwest which we have seen for several years, we are seeing a resurgence in shipments into a number of Midwestern and South Central states. Although we do not ask customers why they are moving, we generally find that trends mirror regional economic conditions and often reflect job opportunities as well as retirement plans."

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1991 United Van Lines Migration Patterns Study
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For only the second time in the history of United's survey, California saw slightly more people depart the state than move into it. Of the 40,958 shipments serviced by United in California (the greatest number of any state during 1991), 53.8% were outbound while 46.2% were inbound. In 1990, the state's trend had shifted from "inbound" to "outbound" for the first time, with 51.9% of shipments associated with California leaving the state.

Among the 48 contiguous states, Oregon retained its position as the state attracting the most new residents, with 67.3% of United's 4,392 shipments entering the state. Florida fell from 5th to 6th place, with its 59.5% inbound percentage the second lowest for that state since United's survey began. Arizona moved up sharply in the inbound rankings to 7th place (56.9% of shipments inbound).

West Virginia scored its best-ever inbound percentage (44.4%), up from a low of 33.8% in 1984. In the nation's mid-section, Iowa, Kansas, Kentucky, Louisiana, Mississippi, Missouri, Ohio, and Tennessee all registered increases of at least one percent in inbound traffic.

North Dakota, while again leading all states in the percentage of outbound shipments, saw the gap between inbound and outbound shipment percentages narrow. In 1991, 62.4% of United shipments handled in the state were outbound, compared to 67.8% outbound in 1990.

In the Northeast, Massachusetts saw the number of outbound shipments exceed 60% for the first time since 1978, placing the state second nationally in terms of "out-migration." The state had ranked 14th in out-migration as recently as 1989. New York remained in third place in terms of out-migration, with 61.4% of United's 14,931 shipments leaving the state.

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1991 United Van Lines Migration Patterns Study
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In addition to Oregon, other areas enjoying high in-migration status, their total United shipments, and inbound percentages were Idaho (1,862, 63.2%), Nevada (3,139, 62.6%), District of Columbia (1,284, 60.0%), Washington (10,082, 60.0%), and Florida (23,055, 59.5%). Other states with high out-migration, their total United shipments, and outbound percentages included Michigan (8,740, 59.2%), New Jersey (9,105, 58.4%), Minnesota (6,957, 58.3%), and Wisconsin (5,111, 57.3%).

After California, the states accounting for the greatest total shipments serviced by United were Texas (32,355), Florida (23,055), New York (14,931), and Illinois (14,836). Other states with total shipment counts exceeding 10,000 were Colorado, Georgia, North Carolina, Ohio, Pennsylvania, Washington, and Virginia.

United Van Lines, the nation's largest family mover, has conducted its migration patterns study annually since 1977. The carrier, which is based in suburban St. Louis, has 550 agent affiliates throughout the United States and 500 additional agents in 130 other nations worldwide.

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(Editor: Attached for your reference is a listing of total shipments serviced by United in each state, together with a breakdown of inbound and outbound shipments by number and percentage.)

UNITED VAN LINES, INC
1991
(BASED ON OVER 172,226 SHIPMENTS)
SEQUENCED ALPHABETICALLY

| STATE | TOTAL SHIPMENTS | OUTBOUND SHIPMENTS | INBOUND SHIPMENTS | % INBOUND SHIPMENTS | % OUTBOUND SHIPMENTS |
|---|---|---|---|---|---|
| ALABAMA | 4,716 | 2,372 | 2,344 | 49.7% | 50.3% |
| ARIZONA | 9,228 | 3,981 | 5,247 | 56.9% | 43.1% |
| ARKANSAS | 2,427 | 1,301 | 1,126 | 46.4% | 53.6% |
| CALIFORNIA | 40,958 | 22,029 | 18,929 | 46.2% | 53.8% |
| COLORADO | 11,658 | 5,563 | 6,095 | 52.3% | 47.7% |
| CONNECTICUT | 4,644 | 2,377 | 2,267 | 48.8% | 51.2% |
| DELAWARE | 1,024 | 494 | 530 | 51.8% | 48.2% |
| D.C. | 1,284 | 513 | 771 | 60.0% | 40.0% |
| FLORIDA | 23,055 | 9,338 | 13,717 | 59.5% | 40.5% |
| GEORGIA | 12,529 | 5,505 | 7,024 | 56.1% | 43.9% |
| IDAHO | 1,862 | 685 | 1,177 | 63.2% | 36.8% |
| ILLINOIS | 14,836 | 8,346 | 6,490 | 43.7% | 56.3% |
| INDIANA | 4,816 | 2,437 | 2,379 | 49.4% | 50.6% |
| IOWA | 2,381 | 1,143 | 1,238 | 52.0% | 48.0% |
| KANSAS | 4,940 | 2,740 | 2,200 | 44.5% | 55.5% |
| KENTUCKY | 3,858 | 1,897 | 1,961 | 50.8% | 49.2% |
| LOUISANA | 4,578 | 2,281 | 2,297 | 50.2% | 49.8% |
| MAINE | 1,651 | 927 | 724 | 43.9% | 56.1% |
| MARYLAND | 6,438 | 3,207 | 3,231 | 50.2% | 49.8% |
| MASSACHUSETTS | 7,374 | 4,544 | 2,830 | 38.4% | 61.6% |
| MICHIGAN | 8,740 | 5,173 | 3,567 | 40.8% | 59.2% |
| MINNESOTA | 6,957 | 4,057 | 2,900 | 41.7% | 58.3% |
| MISSISSIPPI | 1,982 | 1,011 | 971 | 49.0% | 51.0% |
| MISSOURI | 7,581 | 4,130 | 3,451 | 45.5% | 54.5% |
| MONTANA | 1,565 | 705 | 860 | 55.0% | 45.0% |
| NEBRASKA | 1,999 | 999 | 1,000 | 50.0% | 50.0% |
| NEVADA | 3,139 | 1,174 | 1,965 | 62.6% | 37.4% |
| NEW HAMPSHIRE | 1,420 | 795 | 625 | 44.0% | 56.0% |
| NEW JERSEY | 9,105 | 5,317 | 3,788 | 41.6% | 58.4% |
| NEW MEXICO | 3,930 | 1,985 | 1,945 | 49.5% | 50.5% |
| NEW YORK | 14,931 | 9,165 | 5,766 | 38.6% | 61.4% |
| NORTH CAROLINA | 10,294 | 4,748 | 5,546 | 53.9% | 46.1% |
| NORTH DAKOTA | 949 | 592 | 357 | 37.6% | 62.4% |
| OHIO | 11,587 | 5,724 | 5,863 | 50.6% | 49.4% |
| OKLAHOMA | 3,359 | 1,463 | 1,896 | 56.4% | 43.6% |
| OREGON | 4,392 | 1,437 | 2,955 | 67.3% | 32.7% |
| PENNSYLVANIA | 10,275 | 5,834 | 4,441 | 43.2% | 56.8% |
| RHODE ISLAND | 1,006 | 499 | 507 | 50.4% | 49.6% |
| SOUTH CAROLINA | 4,723 | 2,263 | 2,460 | 52.1% | 47.9% |
| SOUTH DAKOTA | 802 | 361 | 441 | 55.0% | 45.0% |
| TENNESSEE | 5,847 | 2,597 | 3,250 | 55.6% | 44.4% |
| TEXAS | 32,355 | 14,518 | 17,837 | 55.1% | 44.9% |
| UTAH | 3,293 | 1,828 | 1,465 | 44.5% | 55.5% |
| VERMONT | 760 | 417 | 343 | 45.1% | 54.9% |
| VIRGINIA | 11,634 | 5,455 | 6,179 | 53.1% | 46.9% |
| WASHINGTON | 10,082 | 4,035 | 6,047 | 60.0% | 40.0% |
| WEST VIRGINIA | 1,297 | 721 | 576 | 44.4% | 55.6% |
| WISCONSIN | 5,111 | 2,930 | 2,181 | 42.7% | 57.3% |
| WYOMING | 1,080 | 613 | 467 | 43.2% | 56.8% |